



## Mark Wadnizak of Voice Smart Networks Explains Evergreen Contracts

*Industry Leader to Lend His Expertise  
and Years of Experience to Help SMBs  
Avoid Getting Locked Into Telecom  
Contracts*

LOS ANGELES/  
VENTURA/ORANGE  
COUNTY/SAN DIEGO —  
September 26, 2012 — A vicious  
trend has developed among  
prominent carrier service providers  
called auto-renewals also known as  
"evergreen" clauses. Evergreen  
clauses are essentially an  
agreement between two parties that  
is automatically renewed or after  
each contract term, until canceled  
by the either party. For businesses,  
this means that you can easily  
become locked into contracts with  
poor service providers. Imagine  
attempting to cancel your services  
with a current provider, only to find  
out that you are contractually  
obligated to continue paying  
another year for a service you're  
completely unhappy with.

Hidden in your carrier service  
contract is language that  
automatically renews your services,  
preventing any opportunity to  
explore options to optimize or  
reduce cost on your carrier  
services. Be wary of auto-renewal  
verbiage sent by the carrier along  
the lines of: "**Unless notified  
within 90 days of contract  
expiration date of intent to cancel  
services, contract will  
automatically renew for the same  
term at the same time.**" Locating  
the auto-renewal clause can be like  
searching for a needle in a  
haystack. One way find this  
verbiage is to call the customer

service line of your carrier service  
provider to obtain the termination  
date of your contract and request  
this in writing. This simple process  
alone can save you thousands of  
dollars.

Ironically enough, these  
contract restrictions are often  
avoidable. In the case of  
"evergreen" clauses businesses  
have two options. On the one hand,  
you can avoid being locked into  
contract by making sure that you  
notify your carrier that you'd like  
to cancel services *in writing, prior  
to the expiration of the specified  
term*. These can vary from one  
contract to the next. On the other  
hand, you can consult with a  
Unified Communications provider,  
like Voice Smart Networks, who  
has been helping businesses deal  
with "evergreen" contracts for  
several years. Whichever approach  
you take, it's vital that you  
periodically review your carrier  
service contract and acknowledge  
the termination date.

"Small to mid-sized businesses  
are the backbone of our economy  
and they need all of the help they  
can get to continue fueling our  
nation's economic growth," states  
Mark Wadnizak, Partner of Voice  
Smart Networks. "We get a great  
deal of satisfaction when we can  
help our customers get out of these  
contracts and get back on the  
fastrack to profitability." Voice  
Smart Networks is a leading  
unified communications provider  
that specializes in:

- Examining current connectivity  
(phone lines and internet) to

analyze cost/effectiveness in  
order to make  
recommendations. If you're  
paying a long distance phone  
bill, we can eliminate it.

- Evaluating specific business  
needs, as they relate to Voice  
and IT services, and customize  
solutions accordingly.
- Most likely if your phone  
system is more than 3 years old  
we can cost justify a new  
system while eliminating the  
two risks of technology: Cost  
and Obsolescence.
- Educating our clients on the  
advantages of new technology  
and partner with them to  
increase their profitability and  
give them a competitive  
advantage.

Voice Smart Networks has  
earned its position as the market  
leader by educating its customers  
on technology solutions that either  
create competitive advantages for  
them or increase overall  
profitability.

### **ABOUT VOICE SMART NETWORKS**

Founded in 1982, Voice Smart  
Networks is Southern California's  
leading data and voice company.  
The company's mission is to  
increase its customers' profitability,  
improve their productivity and give  
them a competitive advantage by  
implementing the right technology.  
Voice Smart Networks is the only  
provider that protects its customers  
from the two risks of technology -  
obsolescence and cost. As its

customers' trusted technology advisor, Voice Smart Networks has earned the position as the market leader and its customers' business through quality products and services.

As a premier member of Technology Assurance Group,

Voice Smart Networks is able to fulfill all of its customers' technology needs. This means that the organization is the ultimate resource for business phone systems (VoIP and Session Initiation Protocol (SIP) provisioning), Managed IT

Services, Network Security, Video Conferencing and Disaster Recovery.

Voice Smart Networks delivers future technology today! For more information, please visit please call 800-500-2696 or visit us at [www.voicesmartnetworks.com](http://www.voicesmartnetworks.com).